Total hits 2,764,426 units, with gains in all major markets

8-month truck sales up 37.7 pct.

Continued from Page 16

cent from the year-ago 56,252.

The number of unsold trucks in retailers' hands on Sept. 1 was up significantly over a year ago. The total was 696,579 units, compared with 509,135 at the same time in 1983.

There were 638,279 light trucks in inventory at the end of August, 13,527 mediums and 44,773 heavies. At the same time a year ago, the totals were 474,239 lights, 9,301 mediums and 25,595 heavies.

• Big Three truck dealers retailed 221,807 vehicles during the month, up 17.9 percent from last year's 188,070. The eight-month total of 2,121,404 units was 31.7 percent higher than the year-ago 1,611,212.

Chevrolet outsold Ford in August for the first time since May. Dealers retailed 84,038 trucks, a gain of 15.5 percent over the year-earlier 72,748. Through August, the count was 768,671, up 23.1 percent from last year's 624,568.

Ford reported 83,053 retail sales for the month, an increase of 10.7 percent over the year-ago 75,007. In the January-August period, 781,279 vehicles were sold, 23.8 percent higher than the 631,311 retailed in 1983.

Sales of Dodge and Plymouth trucks for the month were 71.3 percent higher than a year ago, 32,849 versus 19,058. The total through August was 351,668, an increase of 96.9 percent over last year's 178,604 units.

August sales of the compact Dodge Caravan and Mini Ram Van and the Plymouth Voyager totaled 10,096 units, and represented 30.9 percent of the month's count. Through August, the total was 123,463, good for 35.1 percent of the eight-month count.

GMC dealers retailed 22,067 trucks during the month, an increase of 3.8 percent over the year-earlier 21,257. The eight-month total was 24.4 percent higher than last year, from 176,729 units in 1983 to 219,786.

Sales of Jeep four-wheel-drive vehicles in August totaled 10,959 units, an increase of 128.3 percent over the year-earlier 4,800 units. The January-August count was up 110.2 percent to 98,739, compared with 46,984 in 1983.

The downsized Jeep Cherokee and Wagoneer accounted for 52.5 percent of the month's total with 5,748 sales, and 56.5 percent of the eight-month count with 55,817 units.

Only 10 of the discontinued Volkswagen compact front-wheel-drive pickups were retailed during the month, compared with 353 last year. Through August, the total was 379, versus 3,986 in the like period a year ago.

Toyota dealers retailed a record 37,322 compact trucks during the month, an increase of 42.7 percent over last year's 26,161, the previous high. The eight-month total hit a record 181,528 units, up 52.3 percent over the year-earlier high of 119,221.

Nissan/Datsun dealers sold 15,912 compact pickups during the month, a gain of 6.2 percent over last year's 14,977. Almost half of the month's count—7,891 units—were vehicles assembled in the U. S. plant.

• The total through August was 140,914, an increase of 53.4 percent over the 91,835 units retailed in the like period in 1983. Vehicles built in the U. S. accounted for 46.1 percent of the total, or 64,989 units.

Mazda sales during the month were up 31.4 percent to 9,316 units, compared with 7,088 a year ago. Through August, the total was 80,636, an increase of 71.5 percent over last year's 47,024. Both August and eight-month sales were new highs.

In August, Isuzu dealers sold a record 4,517 compact trucks, a gain of 90.1 percent over the previous year's 2,367. The eight-month count—also a new high—was 27,397, an increase of 76.7 percent over the year-earlier 15,508.

Record Mitsubishi sales for August and the January-August period were reported.

During the month, dealers retailed 1,258 units, up 64 percent over the previous year's 767 units. The total through August was up 85 percent to 10,018 units, compared with 5,416 in the like period in 1983.

Big Three August, year-to-date sales

	August 1984	August 1983	year to date 1984	year to date 1983
Ford				
Vans	9,665	12,678	112,582	109,126
Club Wagon	1,178	1,712	20,366	19,507
Ranger	16,986	12,951	149,962	124,364
Courier	.....	.....	.....	5,657
Bronco	2,709	2,359	30,509	26,972
Bronco II	8,319	6,355	66,833	31,981
Pickups	39,834	35,643	365,573	287,208
Mediums	3,358	2,825	27,319	21,452
Heavies	1,004	484	8,134	5,044
Chevrolet				
Vans	11,782	8,841	114,077	94,822
Sportsvan	1,745	953	16,952	12,521
S-10	13,481	13,658	132,287	124,852
S-10 Blazer	11,528	7,473	94,432	61,981
LUV	.....	870	.....	4,295
El Camino	1,637	1,994	16,947	14,218
Blazer	3,661	1,611	32,839	18,519
Suburban	3,564	1,713	34,999	24,317
Pickups	34,621	33,619	313,223	258,130
Mediums	2,019	2,016	12,935	10,913
Chrysler				
Vans	4,470	5,166	50,331	49,808
Ram Wagon	1,861	2,015	29,068	25,215
Voyager	4,026	.....	54,796	.....
Caravan	4,213	.....	56,840	.....
Mini Ram Van	1,857	.....	11,827	.....
Ram 50	4,819	3,822	32,026	19,972
Other Plymouth Trucks	.....	462	378	6,384
Ramcharger	1,586	1,573	18,923	13,904
Rampage	787	591	7,449	7,565
Pickups	9,030	5,429	90,030	55,756
GMC				
Vans	3,432	3,664	32,671	33,084
S-15	3,267	2,994	30,706	28,264
S-15 Jimmy	2,427	1,614	22,484	12,126
Jimmy	531	513	6,008	4,814
Caballero	206	167	1,967	1,349
Suburbans	1,071	661	11,040	7,583
Pickups	7,615	8,400	82,805	68,741
P Models	436	415	3,878	2,628
Mediums	1,558	1,970	18,430	12,969
Heavies	1,524	859	9,979	5,151

EPA may deny Ford bid to extend pollution timetable

WASHINGTON. — Ford Motor Co.'s bid to extend certain EPA air pollution compliance schedules for four of its Michigan assembly plants will probably be denied, according to an EPA notice.

Ford is seeking an extension of compliance deadlines covering Volatile Organic Compound (VOC) emissions produced from surface-coating operations.

However, EPA has proposed denial of Ford's request since Michigan does not have an approved 1982 Ozone State Implementation Program for the Detroit area.

EPA policy requires Ozone SIP attainment before granting site-specific exemption in non-attainment areas such as Detroit.

Moreover, Ford's electrophoretic deposition processes (EDP) are already in operation, while EPA rules allow time extensions only for primer surface operators scheduled to install EDP systems.

Ford's request covers two plants in Wayne, one in Wixom and one in Dearborn.

GM gets Army contract

PONTIAC.—The U. S. Army Tank-Automotive Command, Warren, Mich., has awarded General Motors Truck and Bus Group here a $10,905,034 modification to a fixed-price contract with economic price adjustment for 458 ambulance M1010 trucks.

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factories list auction dates

American Motors

Sept. 18—D-A Auto Auction, New Stanton, Pa.

Sept. 20—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Sept. 25—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N. C.

Sept. 26—Southern Auto Auction, East Windsor, Conn.; Metro Milwaukee Auto Auction, Caledonia, Wis.; Columbus Fair Auto Auction, Obetz, O.; Kansas City Auto Auction, Kansas City, Mo., and Central States Auto Auction, Mason City, Ia.

Sept. 27—Corry Auto Auction, Corry, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Sept. 28—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Chrysler Corp.

Sept. 18—Hatfield Auto Auction, Hatfield, Pa.; Baltimore Washington Auto Exchange, Baltimore, Md.; Aptco Auto Auction, Taylor, Mich., and Salt Lake Auto Auction, Salt Lake City, Utah.

Sept. 19—Dallas Auto Auction, Grand Prairie, Tex., and South Seattle Auto Auction, Kent, Wash.

Sept. 20—Atlanta Auto Auction, Red Oak, Ga.; Northway Auto Exchange, Albany, N. Y., and Arena Auto Auction, Chicago, Ill.

Sept. 21—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Sept. 25—Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; NuCarPrep System, Santa Fe Springs, Calif., and Florida Auto Auction of Orlando, Ocoee, Fla.

Sept. 26—Minneapolis Auto Auction, Plymouth, Minn., and Butler Auto Auction, Gibsonia, Pa.

Sept. 27—Indianapolis Auto Auction, Indianapolis, Ind., and Golden Gate Auto Auction, Fremont, Calif.

Sept. 28—Concord Auto Auction, Acton, Mass.

Ford Motor Co.

Sept. 18—Harrisonburg Auto Auction, Harrisonburg, Va.

Sept. 19—Minneapolis Northstar Auto Auction, Shakopee, Minn.

Sept. 20—166 Auto Auction, Springfield, Mo., and Skyline Auto Exchange, Fairfield, N. J.

Sept. 26—Brasher's Southern California Auto Auction, Fontana, Calif.

Sept. 27—Aptco Auto Auction, Taylor, Mich., and Nashville Auto Auction, Nashville, Tenn.

General Motors

Sept. 18—South Seattle Auto Auction, Inc., Kent, Wash.

Sept. 19—Brasher's Southern California Auto Auction, Fontana, Calif., and Clanton's Auto Auction, Darlington, S. C.

Sept. 20—Butler Auto Auction, Gibsonia, Pa.; Arena Auto Auction, Chicago, Ill., and Dallas Auto Auction, Grand Prairie, Tex.

Sept. 25—Florida Auto Auction of Orlando, Ocoee, Fla.

Sept. 27—Aptco Auto Auction, Taylor, Mich.; Floyd Hauhe Auto Auction, Bridgeton, Mo., and Denver Auto Auction, Englewood, Colo.

Used Car Sales
Auction Averages

September to date	$4,990
Month ago	$5,303
Year ago	$5,196

Model breakdown
Auction Averages

	SEPTEMBER 1984	AUGUST 1984	JULY 1984
1984	$9,660	$9,848	$11,772
1983	7,429	7,926	7,793
1982	5,791	5,978	6,759
1981	5,195	5,230	5,681
1980	3,902	4,494	4,222
1979	3,317	3,632	4,100
1978	2,330	2,551	2,644
1977	1,823	1,997	2,114
Overall Average	$4,990	$5,316	$ 5,560

Isuzu purchase of U.S. parts to top $6 million

LOS ANGELES. — American Isuzu Motors, Inc., said it plans to purchase more than $6 million in U. S.-made parts for its imported cars and pickup trucks during 1984.

The majority of the purchases are for items installed at ports of entry, and the remainder are items dealers can sell or install.

The largest projected purchase, at $2.4 million, is for step bumpers for the P'UP pickup. The bumper has proved to be such a popular item that Isuzu in Japan has recently been purchasing them for the Japanese domestic market, the company said.

Fitzpatrick is 25

Tom Fitzpatrick, second from left, Fitzpatrick Chevrolet-Buick, Inc., Storm Lake, Ia., receives a 25-year-dealer award from John Moore, Buick's assistant zone manager. Also pictured are Naomi Fitzpatrick, the dealer's wife, and sons Tom and Bill Fitzpatrick.

Dennis begins reorganizing Lada operation in Canada

Continued from Page 3

Russian-built Lada cars in Canada since 1978, but sales recently have been hurt by the new competition.

Hyundai also recruited former Lada sales manager John Wright as its vice president and general manager.

Dennis' national sales manager, Rick Blackmore, says Lada isn't Hyundai's only target. "It's also affecting the low-end Japanese cars," he said. "There is a vacuum there because of the import restrictions."

A new Porsche-designed front-drive Lada 2108 model is due in the 1986 model year. Meanwhile Dennis has been shopping among various European manufacturers for additional cars for his 85-dealer network.

A Dennis spokesman said a deal is anticipated before the end of the year, but he declined to identify the companies in the negotiations.

The lowest-priced Lada Signet sells for $4,998 (Canadian), compared with $5,995 for the base Hyundai Pony. Lada's Niva model sells for $7,998. Lada cut its prices recently on some models.

Greenwald sees clear sailing

Continued from Page 8

whole momentum on exports and have been very single-minded about that. Compared to the Mexican economy, the Mexican thrust has been on oil, with the expectation that would be their economic growth, as opposed to manufactured products.

"If your main thrust is to be quality and cost to export," Greenwald said, "one of the things you don't do is say to a manufacturer of cars and trucks that if you want to manufacture, you've got to buy in this country. There is the example (in Mexico) of one or two suppliers saying if you want to build cars, you have to buy from us.

"There's potential in Mexico. As an experiment we shipped 3,000 K-cars to sell in the U. S. We ran special tests. The quality is there, but our costs are not all that impressive — that's the point."

But days' supply rises to 57

Domestic stocks at 10-month low

Continued from Page 1

the face of an increased sales pace. The August daily selling rate was the lowest since Oct. 1, 1983, and represented the third straight monthly decline.

American Motors cut its inventory with proionged downtime, but its daily selling rate fell about 30 percent during August. It went into the model-cleanup period with a 70-day supply of domestic cars.

Chrysler cut its inventory for all three makes, but its sales rate fell by more than its inventory cuts, pushing up its days-supply figure.

Ford increased its inventory during the period, mostly in its big-car lines which weren't selling as quickly last month.

• At GM, both inventory level and sales rates were down. Buick and Oldsmobile were the only divisions to be riddled by widespread shortages.

Volkswagen's domestic Rabbit supply finally reached the normal range, at 58 days, after a prolonged plant shutdown for changeover to the new Golf.

Honda's inventory of domestic Accords increased a little faster than its sales during August, bringing its supply to 21 days' worth. However, its stock of imports fell to two days' worth, a new industry low.

Domestic car inventory was split this way on Sept. 1: GM, 49.16 percent; Ford, 30.20 percent; Chrysler, 15.26 percent; AMC, 3.56; VW, 1.07 percent, and Honda, 0.75 percent.

One month earlier the shares were GM, 51.43 percent; Ford, 26.19 percent; Chrysler, 16.70 percent; AMC, 3.59 percent; VW, 1.53 percent, and Honda, 0.56 percent.

The sales rates fell in every size class, pushing up days' supplies in every class. Only in the subcompact class did the actual inventory increase.

Here's how the inventory was split up on Sept. 1: Intermediate, 28.52 percent; compact, 26.63 percent; subcompact, 21.47 percent; standard, 13.89 percent, and luxury, 9.49 percent.

One month earlier, the shares were: Intermediate, 28.31 percent; compact, 27.71 percent; subcompact, 20.48 percent; standard, 14.15 percent, and luxury, 9.35 percent.

Subcompacts' days-supply figures on Sept. 1 were: EXP, 105; Charger, 92; Lynx, 92; Daytona, 91; Laser, 85; Escort, 81; Encore, 77; Horizon, 73; Omni, 73; Turismo, 62; Alliance, 58; Pontiac 1000, 58; Rabbit, 58; Chevette, 52; Fiero, 22, and Accord, 21.

Compacts were: Eagle, 131; Aries, 92; Camaro, 80; Reliant, 80; Tempo, 76; Cimarron, 73; Topaz, 73; Capri, 71; Firenza, 68; Firebird, 58; LeBaron, 58; Mustang, 57; 2000 Sunbird, 55; Cavalier, 14, and Skyhawk, 45.

Days' supplies of intermediates were: Citation, 120; Dodge 600, 85; Thunderbird, 83; Skylark, 81; Phoenix, 80; New Yorker E Class, 75; LTD, 71; Grand Prix, 60; Bonneville, 58; Pontiac 6000, 56; Cougar, 54; Monte Carlo, 47; Regal, 47; Celebrity, 45; Marquis, 45; Century, 40; Cutlass, 35; Omega, 33, and Ciera, 27.

Standard-size cars were: Diplomat, 81; Crown Victoria, 78; Pontiac, 69; Gran Fury 62; Grand Marquis, 62; Chevrolet, 57; LeSabre, 49, and Oldsmobile 88, 35.

Luxury-car supplies: Mark VII, 94; Corvette, 86; Toronado, 77; Eldorado, 69; Fifth Avenue, 65; Riviera, 64; Seville, 62; Continental, 56; Lincoln, 43; Oldsmobile 98, 32; Electra, 25, and Cadillac, 22.

New chief named to NHTSA office

WASHINGTON. — NHTSA's Office of Defects Investigations (ODI) is getting a leader after being without one for nearly a year.

Phil Davis, a career NHTSA engineer with experience in vehicle crash-worthiness technology, will soon be named to the position, thus taking over responsibilities handled on an interim basis by George Parker, now NHTSA associate administrator for enforcement. Davis, 43, has worked for the Department of Energy on its electric-car program.

ODI determines whether to open or close a defect investigation, whether a defect exists and the nature and extent of any recall order.

But Honda has only 2-day stockpile

Import stock cut to 23½-day supply

Continued from Page 1

when there were 24 days' worth on hand.

Total import-vehicle inventory—cars and trucks—stood at 259,865, down from 284,473 on Aug. 1 but up from the 256,486 of Sept. 1, 1983. Those numbers translate into a 25-day supply for Sept. 1; 27 days for the prior month and 26 days for the year-earlier figure.

By country of origin, Sept. 1 inventories were split this way: Japan, 61.38 percent; West Germany, 24.19 percent, and other countries, 14.43 percent. One month earlier, the split was Japan, 66.63 percent; Germany, 17.47 percent, and other countries, 15.90 percent.

Inventory levels of German makes climbed nearer to normal by Sept. 1, but sales rates during August were reduced by product shortages, especially at BMW and Porsche but also at Mercedes-Benz. Audi's days-supply number climbed from 37 to 78 chiefly on the basis of new shipments; its sales rate remained steady.

The inventory of new Japanese cars fell from month-earlier and year-earlier levels. Honda's imports on Sept. 1 hit an unbelievable low of two-days' worth. Its domestically produced Accords, however, stood at 21 days' worth. Combined, Honda's inventory was worth eight days—hardly better than Toyota's seven.

Both Mitsubishi and Chrysler Corp.'s Mitsubishi-built captive imports showed inflated supplies on Sept. 1 because of an influx of 1985 models.

Mitsubishi said that if stocks of its new Galant and Mirage were not included, it would show a 39-day supply. Those cars go on sale next month.

Similarly, about 55 days' worth of Chrysler's 86-day supply of imported cars were '85 models.

Alfa Romeo just about halved its Aug. 1 days-supply figure by halting shipments and increasing its sales. But IAI—International Automobile Importers, importer of the Bertone and Pininfarina—still had an estimated year's supply of cars on hand.

Japanese cars and their days' supplies on Sept. 1 were: Honda, 2; Toyota, 7; Subaru, 11; Chevrolet Sprint, 17; Nissan, 21; Mazda, 29, and Isuzu, 63. In addition, there was an 86-day supply of Chrysler imports, broken down this way: Dodge Conquest, 150; Plymouth Conquest, 130; Dodge Vista, 87; Plymouth Colt, 86; Plymouth Vista, 82, and Dodge Colt, 77.

Supplies of German cars were: Mercedes-Benz, 23; Porsche, 24; VW, 54; BMW, 75, and Audi, 78.

Other models and their days' supplies: Jaguar, 11; Saab, 19; Maserati, 36; Volvo, 39; Peugeot, 48; Alfa Romeo, 67; Renault, 135, and IAI, 379.

IMPORT STOCKS

	Sept. 1, 1984	Aug. 1, 1984	Aug. 1, 1983
Chevrolet	59	20	0
Chrysler	86	64	54½
Honda	2	5	29
Isuzu	63	58	46
Mazda	29	17	29
Mitsubishi	63	47	60
Nissan	21	27	18
Subaru	11	18	33
Toyota	7	15	15
JAPANESE MODELS	16	20	22
Audi	78	37	25
BMW	75	46	57
Mercedes-Benz	23	17	26
Porsche	24	19	13
Volkswagen	54	54	40
GERMAN MODELS	53	43	36
Alfa Romeo	67	120	94
IAI	379	285	....
Jaguar	11	19	18
Maserati	36	22	....
Peugeot	48	37	28
Renault	135	148	108
Saab	19	32	16
Volvo	39	33	15
OTHER MODELS	48	44	38½
TOTAL IMPORTED CARS	2[illegible]½	24	25
Chrysler	83	74	72
Isuzu	71	87	70
Mazda	32	22	23
Mitsubishi	67	40	105
Nissan*	34	40	35
Toyota	11	29	16½
TOTAL IMPORTED TRUCKS	28	39	30
TOTAL IMPORTED VEHICLES	25	27	26

*—Includes domestic-made trucks.

NEW-CAR STOCKS

	Sept. 1, 1984	Aug. 1, 1984	Aug. 1, 1983
Alliance	50	43	45
Encore	77	50	....
Eagle	131	102	83
AMERICAN MOTORS	70	49	52
Horizon	73	58	50
Reliant	80	62	47
Turismo/TC3	62	59	50
Plymouth	62	47	39
Plymouth Total	74	59	48
LeBaron	58	56	55
Laser	85	76	0
Cordoba	....	....	37
Fifth Avenue	65	63	35
N. Yorker/E-Class	75	84	76
Chrysler Total	68	67	56
Omni	73	60	57
Daytona	91	84	0
Charger/024	69	66	58
Aries	92	71	66
Dodge 600/400	85	76	75
Diplomat	81	51	45
Dodge Total	81	68	65
CHRYSLER CORP.	74	66	57
EXP	105	49	55
Escort	81	58	65
Tempo	76	61	48
Mustang	57	48	85
Thunderbird	83	65	80
LTD	71	40	74
Crown Victoria	78	44	41
Ford Total	76	54	63
LN7	0	0	117
Lynx	92	72	77
Topaz	73	73	52
Cougar	54	49	61
Marquis	45	35	75
Grand Marquis	62	46	41
Capri	71	66	130
Mercury Total	61	51	63
Continental	56	27	79
Lincoln	43	44	68
Mark VII	94	73	54
Lincoln Total	53	42	65
FORD MOTOR	70	52	63
Skyhawk	45	52	38
Skylark	81	53	64
Century	40	43	63
Regal	47	56	61
LeSabre	49	51	39
Electra	25	21	65
Riviera	64	62	72
Buick Total	48	48	54
Cimarron	72	66	86
Eldorado	69	76	54
Cadillac	22	19	35
Seville	62	53	58
Cadillac Total	38	36	45
Chevette	52	43	70
Cavalier	45	34	44
Citation	120	51	109
Camaro	80	65	57
Celebrity	45	31	49
Malibu	....	283	29
Monte Carlo	47	45	62
Chevrolet	57	50	52
Corvette	86	74	23
Chevrolet Total	57	44	54
Firenza	68	54	62
Cutlass Ciera	27	26	52
Omega	33	39	57
Cutlass Supreme	35	26	46
Olds 88	35	35	27
Olds 98	32	29	38
Toronado	77	64	72
Oldsmobile Total	37	32	44
Fiero	22	17	....
1000	58	47	72
2000 Sunbird	55	50	45
Phoenix	80	73	126
Firebird	58	44	67
6000	56	40	121
Bonneville	58	56	67
Grand Prix	60	58	62
Pontiac	69	66	71
Pontiac Total	54	46	63
GENERAL MOTORS	49	42	52
VOLKSWAGEN	58	76	55
HONDA	21	19	13
Total Cars U. S.	57	47	55
SUBCOMPACT	63	51	66
COMPACT	63	53	55
INTERMEDIATE	54	43	61
STANDARD	56	46	42
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BEST AVAILABLE COPY

Makers build 162,793 for week

Car production highest in 3 months

By Louise Kertesz
Detroit Reporter

U. S. auto makers returned to full work schedules last week, and the production upturn was even stronger than might be expected in the week following a holiday.

Overtime at several plants contributed to the surge.

The makers scheduled 162,793 cars last week, the highest weekly total since the week ended June 9 when 164,341 cars were built.

Last week's total was a 40.79 percent increase over the previous week's 115,632 and was 8.75 percent above the year-ago week's 149,699.

Year-to-date, 5,624,718 cars have been assembled, 22.23 percent more than the 4,601,706 completed at this point last year.

Auto companies' shares of last week's estimated production were: General Motors, 57.46 percent; Ford Motor Co., 22.83 percent; Chrysler Corp., 14.87 percent; American Motors, 2.95 percent; Honda, 1.60 percent, and Volkswagen of America, .29 percent.

Showing significant gains in estimated weekly production over the previous week were Volkswagen, with a 277.95 percent increase, and GM, with a 53.80 percent increase in total cars produced and increases of 108.40 and 84.51 percent, respectively, for its Oldsmobile and Pontiac divisions.

GM scheduled two overtime shifts Saturday (Sept. 15) at its Flint facility, No. 4 and 40 (Buick). Lakewood (Ga.) and Lordstown (O.) also worked two shifts on Saturday.

The GM Norwood (O.) plant is down until September 24 for model changeover.

Ford plants in St. Louis and Wayne, (Mich.) also worked overtime Saturday.

Chrysler plants working two shifts on Saturday were Belvidere (Ill.) and St. Louis No. 2. Those plants are scheduled to work two nine-hour daily shifts this week.

NHTSA approves carryback if Ford earns '86 credits

WASHINGTON. — NHTSA Chief Diane Steed, in a letter to Ford Motor Co., said NHTSA will allow the auto maker to carry back 21,290,000 fuel-economy credits to help it meet its 1984-85 CAFEs for passenger cars — contingent upon Ford's actually earning those credits for 1986 models.

But NHTSA will not allow the 0.2-MPG adjustment proposed by EPA for test procedure changes.

This is "too speculative to be included in Ford's credit-earning plan at this time," NHTSA said. But when EPA makes a final decision, Ford can submit a revised plan and NHTSA will consider it.

Last May, Ford projected a 1984 CAFE for passenger cars of 25.3 MPG or 1.7 MPG lower than the standard on the assumption of a volume of 2,055,135 cars. On June 14, Ford revised its projection to 25.4 MPG or 1.6 MPG short, on an assumed volume of 2,036,704.

Japanese report month's exports

TOKYO. — Japanese makers exported 326,150 new cars in June, according to the Japan Automobile Manufacturers Assn.

By destination, leading countries were: U.S., 156,231; West Germany, 25,298; United Kingdom, 14,465; Canada, 13,716; Australia, 12,415; Netherlands, 8,187; New Zealand, 6,844; Austria, 6,760; Belgium, 6,352; Malaysia, 6,261, and Puerto Rico, 5,872.

Chrysler places Duster, Laser ads on MTV

DETROIT. — Advertising for the '85 Plymouth Turismo Duster and Chrysler Laser debuted on MTV Sept. 14.

Duster appeared in a 90-second rock video-style spot on the first "MTV Music Video Awards" which Chrysler-Plymouth co-sponsored.

Duster is aimed at 18 to 34-year-olds and the ad marks Plymouth's first entry into MTV. The ad has a fantasy, ethereal city-setting.

Duster theme is "Leave it all behind."

Chrysler Laser was featured in a separate 60-second spot emphasizing high-tech. Narration is by "Star Wars" actor James Earl Jones.

The Duster spots, made strictly for MTV, air on MTV's Friday Night Video Flights and on a scatter programming basis as well.

Truck production for week nears 66,000 units

Last week's domestic truck production continued recent steady gains.

U. S. truck makers projected completion of 65,912 units, a 22.99 percent increase over the previous week's 53,592 figure, which reflected the Labor Day holiday. Last week's expected total was 24.59 percent better than the year-ago week's 52,902.

General Motors scheduled two Saturday (Sept. 15) overtime shifts at its Janesville (Wis.) and Lordstown (O.) plants. The Pontiac facility also worked overtime Saturday.

Also working two overtime shifts Saturday was Chrysler Corp.'s Warren (Mich.) plant. The plant will operate two nine-hour daily shifts this week.

Year's car output in Canada tops '83 by 11 pct.

Canadian auto and truck production is maintaining its increased pace over last year.

Estimated car production of 18,055 units last week was 15.12 percent better than the previous week's 15,683 and 29.10 percent above the year-ago week's 13,985.

So far this year, Canadian auto makers have built 758,000 cars, 11.76 percent more than the 678,268 assembled last year at this time.

Canadian truck manufacturers targeted completion of 18,091 trucks last week, a 24.69 percent gain over the previous week's 14,509 units and 44.67 percent better than the 12,505 trucks built during the year-ago week.

Year-to-date, 570,435 trucks have been built in Canada, an increase of 55.28 percent over 367,363 at this time last year.

Chrysler Corp. expected to produce 2,358 Plymouth Voyagers, 2,346 Dodge Caravans and 936 Mini Ram Vans at its Windsor (Ont.) plant last week, bringing the total of T-115s completed this year to 158,364.

U. S. CAR PRODUCTION

	Week Ended Sept. 15, 1984	Week Ended Sept. 17, 1983	Week Ended Sept. 8, 1984	Sept. to Date	Jan. 1 to Sept. 17, 1983	Jan. 1 to Sept. 15, 1984
AMERICAN MOTORS	4,800	4,735	3,907	8,707	128,378	140,416
AMC Total	.....	.....	.....	.....	4,071	.....
Eagle	.....	.....	.....	.....	4,071	.....
Renault Total	4,800	4,735	3,907	8,707	124,807	140,416
Alliance	3,200	3,148	2,544	5,744	111,943	78,396
Encore	1,600	1,587	1,363	2,963	12,864	62,020
CHRYSLER CORP.	24,200	21,293	19,987	19,987	602,181	864,529
Plymouth Total	8,300	7,562	6,449	6,449	215,957	258,458
Horizon	3,800	3,428	3,161	3,161	80,411	112,612
Reliant	3,400	3,956	2,449	2,449	132,132	121,783
Cavalier	800	171	591	591	3,407	8,983
Gran Fury	300	7	248	248	7	15,080
Chrysler Total	7,200	5,137	6,127	13,327	143,694	386,149
LeBaron	1,700	1,589	1,397	3,097	60,749	83,698
Laser	1,200	786	886	2,086	4,715	50,406
New Yorker/E-Class	1,300	2,682	1,219	2,519	78,150	68,665
Fifth Avenue	3,000	80	2,625	5,625	80	83,380
Dodge Total	8,700	8,594	7,411	16,111	242,530	319,922
Omni	3,400	3,208	3,011	6,411	88,948	106,046
Aries	2,600	3,372	1,993	4,593	98,655	96,550
Daytona	900	629	762	1,662	3,105	37,492
Dodge 400	.....	.....	.....	.....	18,478	.....
Dodge 600	1,100	1,372	970	2,070	33,331	53,480
Diplomat	700	13	675	1,375	13	26,354
FORD MOTOR	37,169	37,902	28,498	65,667	1,045,817	1,240,747
Ford Division	24,671	25,175	20,073	44,744	667,367	803,923
Escort	7,408	7,001	5,768	13,176	187,022	245,420
Fairmont	.....	.....	.....	.....	23,726	.....
Mustang	2,162	2,710	1,839	17,177	78,351	96,424
LTD	5,702	3,806	4,746	10,448	119,383	156,753
Thunderbird	2,987	4,228	2,640	5,627	134,986	106,149
Crown Victoria	2,006	2,339	1,380	3,386	65,636	58,306
EXP	1,256	.....	877	2,133	1,184	27,454
Tempo	3,150	5,091	2,823	5,973	57,077	113,417
L-M Division	12,498	12,727	8,425	20,743	378,450	436,824
Mercury Total	9,626	10,376	7,354	16,980	299,497	318,850
Lynx	1,690	1,776	1,323	3,013	53,370	49,233
Capri	240	929	163	403	16,343	11,584
Zephyr	.....	.....	.....	.....	8,601	.....
Marquis	2,308	1,505	1,626	3,934	51,166	82,374
Cougar	2,502	3,395	2,221	4,723	86,359	80,142
Grand Marquis	2,170	1,841	1,494	3,664	66,886	65,843
LN7	.....	.....	.....	.....	290	.....
Topaz	716	930	527	1,243	16,482	29,674
Lincoln Total	2,872	2,351	1,071	3,943	78,953	117,974
Continental	523	.....	197	720	8,793	26,857
Lincoln	2,035	2,351	758	2,793	49,969	71,034
Mark VI/VII	314	.....	116	430	20,191	20,083
GENERAL MOTORS	93,544	82,408	60,821	154,365	2,728,693	3,227,452
Buick Division	21,036	19,764	15,816	36,852	620,114	707,758
Skylark	2,980	3,739	2,351	5,331	73,002	75,628
Skyhawk	1,986	1,240	1,514	3,500	50,934	102,856
Somerset Regal	1,250	.....	547	1,797	.....	3,548
Century	5,185	4,227	3,673	8,858	113,564	160,864
Regal	2,826	4,946	2,117	4,943	174,802	139,092
LeSabre/Electra (rwd)	4,053	4,375	3,129	7,182	172,928	150,358
Riviera	1,080	1,237	874	1,954	34,884	36,812
Electra (fwd)	1,676	.....	1,611	3,287	.....	38,600
Cadillac Division	7,838	6,788	5,542	13,380	213,418	237,492
Cimarron	415	368	282	697	14,112	12,560
Seville	704	764	564	1,268	24,423	27,742
Eldorado	1,559	1,444	1,256	2,815	53,078	55,456
Cadillac	1,470	4,212	774	2,244	121,795	90,259
DeVille (fwd)	3,690	.....	2,666	6,356	.....	51,475
Chevrolet Division	31,557	23,602	22,826	54,383	889,861	1,111,423
Chevette	3,392	4,223	2,377	5,769	133,989	134,069
Cavalier	9,755	6,035	7,416	17,171	209,325	300,152
Celebrity	6,125	3,027	3,927	10,052	94,120	209,503
Camaro	2,917	.....	2,320	5,237	134,055	182,504
Citation	3,190	1,951	2,570	5,760	71,257	82,941
Malibu/El Camino	372	603	410	782	100,367	17,712
Monte Carlo	1,390	3,145	531	1,921	72,539	77,719
Chevrolet	3,936	4,005	2,876	6,812	56,263	82,502
Corvette	480	613	399	879	17,946	24,321
Oldsmobile Division	21,074	24,518	10,112	31,186	721,853	785,944
Omega	.....	1,358	.....	.....	41,690	29,289
Firenza	1,504	969	1,179	2,683	33,430	51,201
Cutlass Supreme	5,299	8,002	2,611	7,910	212,387	192,897
Cutlass Ciera	3,275	5,363	732	4,007	147,788	188,854
88/98 (rwd)	5,810	7,912	1,165	6,975	257,265	237,661
Olds 98 (fwd)	2,905	.....	2,331	5,236	.....	49,365
Calais	1,449	.....	1,423	2,872	.....	4,390
Toronado	832	914	671	1,503	29,293	32,287
Pontiac Division	12,039	7,736	6,525	18,564	283,447	384,835
Acadian†	.....	178	124	124	15,584	11,389
2000 Sunbird	3,749	2,904	2,300	6,049	73,928	105,881
1000	764	1,185	549	1,313	32,403	29,149
Firebird	1,480	.....	1,247	2,727	65,455	84,596
Phoenix	.....	391	.....	.....	19,219	14,116
Grand Prix/Bonneville	.....	1,501	.....	.....	71,869	29,733
Parisienne	2,355	718	.....	2,355	4,130	21,134
Fiero	2,640	859	1,928	4,568	859	86,983
Grand Am	1,051	.....	377	.....	.....	1,854
HONDA	2,600	1,000	2,292	4,892	31,697	95,131
VOLKSWAGEN	480	2,381	127	607	64,440	56,443
Totals Cars, U. S.	162,793	149,699	115,632	278,425	4,601,706	5,624,718
Totals Cars, Canada	18,055	13,985	15,683	33,738	678,268	758,000
N. American Cars	180,848	163,684	131,315	312,163	5,279,974	6,382,718
N. American Trucks	84,003	65,407	68,101	152,104	1,969,423	2,786,040
North American Cars and Trucks	264,851	229,091	199,416	464,267	7,249,397	9,168,758

†—All Acadians are built for sale in Canada. *—Estimated.

CANADIAN CAR PRODUCTION

	Week Ended Sept. 15, 1984	Week Ended Sept. 17, 1983	Week Ended Sept. 8, 1984	Sept. to Date	Jan. 1 to Sept. 17, 1983	Jan. 1 to Sept. 15, 1984
AMERICAN MOTORS	610	609	488	1,098	20,057	15,768
CHRYSLER CORP.	.....	.....	.....	.....	103,857	.....
FORD MOTOR	5,280	5,883	7,261	12,541	182,301	305,426
GENERAL MOTORS	11,940	7,268	7,755	19,695	365,043	429,475
VOLVO	225	225	179	404	7,010	7,336
Total Cars, Canada	18,055	13,985	15,683	33,738	678,268	758,000

TRUCK PRODUCTION IN U. S.†

	Week Ended Sept. 15, 1984	Week Ended Sept. 17, 1983	Week Ended Sept. 8, 1984	Sept. to Date	Jan. 1 to Sept. 17, 1983	Jan. 1 to Sept. 15, 1984
CHEVROLET	19,931	17,080	16,433	36,364	559,146	713,303
DODGE	5,000	3,236	4,315	9,315	97,257	145,827
FORD	26,005	21,988	20,828	46,833	627,721	832,828
GMC	7,098	5,584	5,680	12,778	180,142	231,812
INTERNATIONAL	1,528	663	1,265	2,793	35,559	53,754
VOLKSWAGEN	.....	.....	.....	.....	2,079	.....
JEEP	3,800	2,720	2,717	6,517	59,993	132,548
NISSAN	1,500	581	1,514	3,014	2,993	66,673
AM GENERAL	50*	50*	40*	90*	1,770*	1,860*
MISCELLANEOUS	1,000*	1,000*	800*	1,800*	35,400*	37,000*
Total Trucks, U. S.	65,912	52,902	53,592	119,504	1,602,060	2,215,605

CANADIAN TRUCK PRODUCTION

	Week Ended Sept. 15, 1984	Week Ended Sept. 17, 1983	Week Ended Sept. 8, 1984	Sept. to Date	Jan. 1 to Sept. 17, 1983	Jan. 1 to Sept. 15, 1984
CHRYSLER CORP.	8,292	2,704	6,694	14,986	89,097	252,241
FORD MOTOR	3,335	3,432	2,415	5,750	95,526	107,610
GENERAL MOTORS	6,248	6,369	5,225	11,473	178,861	204,860
INTERNATIONAL	216	.....	175	390	3,879	5,723
Total Trucks, Canada	18,091	12,505	14,509	32,599	367,363	570,435
N. American Trucks	84,003	65,407	68,101	152,104	1,969,423	2,786,040

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

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Automotive News

September 24, 1984

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All workers expected back on job today

GM and UAW agree on 3-year contract

By Marjorie Sorge
Labor Editor

DETROIT. — General Motors and the UAW reached a tentative three-year settlement last Friday (Sept. 21) for 350,000 UAW-represented workers after about 16 hours of continuous bargaining and six days of selective strikes at 17 GM plants.

The UAW 11-member negotiating committee voted 10-1 to recommend the contract for ratification.

All striking workers are expected to be back in the plants today (Sept. 24).

Once the agreement is ratified by the 350,000 workers, the union will move its negotiations to Ford Motor Co., which was not picked as the target company and has had its negotiations on the back burner.

UAW President Owen Bieber had said he expects Ford to negotiate a pattern contract with the union based on the GM pact. Peter J. Pestillo, Ford vice president, labor relations, has said his company will look carefully at the GM document and will not necessarily agree to the pattern.

While details of the settlement are not to be released until a meeting of the union's 300-member GM Council this Wednesday in St. Louis, Bieber said the job security package would span six years. Bieber said earlier that the job security agreement must outlast the life of the agreement.

Job security was the union's number one demand in these negotiations.

Alfred S. Warren Jr., GM vice president, industrial relations, said GM will have no problem with the length of the job security package.

The contract also provides some language on job security, Bieber said.

Sources said the contract was front-loaded with an upfront wage increase and annual wage increase of 2.25 percent in one year of the pact. Lump sum payments are part of this package.

Also included are gains in pensions for both future and current retirees, a continuation of health-care benefits without co-pays or deductibles and the continuation of profit sharing.

Workers retiring at normal retirement age got $18.20 per month per year of service under the old contract. Those retiring early got $935 a month and it is believed that was increased to above $1,000 a month.

Earlier in the talks GM proposed a new health-care plan which allowed workers to choose from three options, Preferred Provider Organizations, Health Maintenance Organizations and the traditional plan.

The traditional plan would require authorization and review procedures to eliminate inappropriate utilization. The union found the basis of these proposals interesting and it is likely that the final settlement includes this type of plan. GM said it could save the company 10 percent a year. The cost in 1983 was $2.2 billion.

The current profit sharing formula is expected to provide GM workers with about $1,000 in 1984. According to one source, that represents a 6-percent economic increase for the workers. The 1983 payout was $660.

According to Bieber, one "sticking point" was the company's demand to change the cost-of-living-adjustment formula and divert COLA pennies to pay for some other benefits. He said the company and the union had arrived at an acceptable arrangement. It was not clear at presstime if the current $3.04 COLA was folded into the base wage of $9.63 an hour. That had been a UAW demand.

"It is an excellent settlement that makes more secure than ever in history the jobs of our UAW-GM members, while providing much-deserved economic improvements immediately and

Continued on Page 58, Col. 5

Top of the line

Cadillac limo goes FWD

Downsizing in regular passenger cars has been the trend of the past few years, and this year, Cadillac introduces a downsized limousine. The Fleetwood Seventy-Five Limousine now is front-wheel drive. It is shorter and lighter than its rear-wheel-drive predecessor and it still carries eight. Story, other pictures are on Page 43.

Honda hits 54 MPG to top EPA rankings

By Jake Kelderman
Washington Reporter

WASHINGTON. — The Honda Civic Coupe HF, a long-legged version of that company's popular 1.5-liter CRX model, is the car to get in 1985 if you're after fuel economy.

The lightweight two-seater took top honors in the EPA's annual fuel-economy contest with a healthy 49-MPG average in city driving and a 54-MPG average in highway driving.

Not far behind came General Motors' new import from Japan, the Chevrolet Sprint, at 47 city and 53 highway.

Taking third-place in the fuel-economy derby was the Nissan Sentra, at 45 city and 50 highway.

The Ford Escort and Mercury Lynx shared fourth place at 43 city and 52 highway, while Chevrolet Chevette and Pontiac 1000 tied for fifth with 39 city and 46 highway.

Unlike past years, the EPA is reporting two numbers for 1985 and also unlike years past, it says most consumers can legitimately expect to get the kind of fuel economy shown. The agency has adjusted the city and highway numbers by factors of 10 percent and 22 perpercent respectively, to account for the real-world aspects of city and highway driving.

EPA said it made those changes in response to a study by the Department of Energy indicating that by reporting only dynamometer-tested fuel economy, the agency was undermining the confidence the people had in the fuel-economy numbers.

Meanwhile, for those not interested in fuel economy, the thirstiest cars available this coming year will be the Rolls-Royce Carmargue and Corniche, which consume gasoline at a 8 MPG city and 11 MPG highway clip.

The Rolls-Royce Silver Spirit is not far behind its sister cars, coming in second from the bottom with 9 city and 10 highway.

Rounding out the bottom five in the fuel-economy derby are: Jaguar XJ-S, 13 city, 17 highway; Mercedes-Benz 500-SEC and 500SEL, 14 city, 16 highway, and Jaguar XJ, 15 city, 19 highway.

Second shift, annual rate of 200,000 due by mid-1986

GM-Toyota car to roll at Fremont by year-end

By Matt DeLorenzo
Los Angeles Reporter

FREMONT, Calif. — Job 1 at New United Motor Manufacturing (NUMMI), the GM-Toyota joint venture, is expected to roll off the assembly line before the end of the year, according to Robert Hendry, general manager and comptroller.

"We are going to produce a car before Christmas," Hendry told Automotive News, adding, "In general, we are on schedule."

Construction at the Bay Area facility is expected to be completed next month and six to eight weeks of preproduction training and testing then will begin. Three hundred of the estimated 800 workers needed to start production have been hired.

By early 1985, as line speed increases, about 200 more workers will be added for single-shift production. A second shift is planned for late 1985 and by early 1986, when the plant is expected to reach capacity, NUMMI will have about 2,500 employes.

Hendry said NUMMI is aiming for production of 60 jobs an hour on the first shift by the end of 1985 and an additional 60 jobs hourly on the second shift by mid 1986, for an annual output of 200,000 units.

Although Job 1 is scheduled for December, production will begin slowly and output will build gradually.

• The gradual approach will give time for both management and workers to adapt to Toyota's production techniques. According to Hendry, under the Japanese system, "the focus is different. There's more of a common understanding, a consensus or coordinated approach. Everyone has input into policy. It takes longer to establish policy than to implement it."

He explained that while it may take longer to make policy because of everyone's input, "there's an ownership process" and it results in faster implementation.

Hendry said that approach differs from U. S. techniques, where a top few "will brainstorm policy and implement it over a long period of time. The difference in approach is subtle to some, but the impact is big."

As part of that consensus building process, nearly 200 workers will visit Japan to view how things are done in Toyota's Takaoka. To date, about 100 employes have participated in the program.

Sent in groups of 30, the U. S. workers spend three weeks in Japan learning company philosophy and production methods. Upon their return, Hendry said, each group has made a presentation to Tatsuro Toyoda, president of NUMMI, on what they have learned and suggestions on how the techniques they were exposed to can be adapted to fit the U. S. plant.

All the employes hired to date have undergone evaluation

Continued on Page 60, Col. 4

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breaking news

Air bags to be '86 option on Tempo, Topaz

WASHINGTON. — Ford Motor Co. will offer a $200 to $300 air-bag option to private fleet buyers on the 1986 Tempo and Topaz, according to Ford's director of auto safety, Roger Maugh. The vehicles also have been purchased by the Federal Government as part of a NHTSA test program.

Oldsmobile Calais to be Indy pace car

DETROIT.—Oldsmobile's new Calais has been selected to be the pace car for the 69th annual Indianapolis 500-mile race next May. Olds has agreed to provide a customized open-roof version of the Calais to open next year's race.

See BREAKING NEWS, Page 8, Col. 1